

Job Opening

Goodwill Industries of Southwestern Michigan provides employment, education, training, and support services to individuals and families so they can achieve self-sufficiency.

Our Values: Success – Collaboration – People – Positivity

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| Position: | Director, New Business Development |
| Location: | Alcott Corporate Office - Kalamazoo, MI |
| Wage: | Based on Experience + Benefits (Medical, Dental, Vision, Life Insurance, PTO, and 403(b)) |
| Classification: | Full-time Staff |
| Number of Openings: | 1 |
| Hours: | 40 hour work week |
| Submit Applications To: | www.goodwillswmi.org |

Job Duties:

- Set sales and profit objectives
- Maintain customer files and inventory as needed
- Grow business with existing customers
- Acquire new customers through a variety of sales avenues, e.g. networking, cold calls, marketing

Qualifications:

Knowledge of manufacturing and assembly needs
 Creative thinking and problem solving to develop new products or services based on Goodwill SWMI's inventory of donated textiles and wares
 Knowledge of freight, shipping and related costs for both raw materials and finished goods
 Ability to organize and maintain sales and inventory records
 Ability to write proposals, contracts and all manner of business correspondence
 Five years' experience in successful industrial sales and marketing
 Management or leadership experience
 Textile and chemistry background preferred
 Knowledge of industrial sewing preferred
 Additive manufacturing knowledge or experience preferred
 Bachelor degree or equivalent combination of education and experience
 Daily sitting, keyboarding, speaking, hearing, walking; occasional twisting, bending and lifting of 20 pounds
 Although there are no direct reports for this position, daily communication and coordination with the Plant Manager and Contract Group Leaders is required.
 Must pass a pre-employment drug/alcohol screen and FCRA related background check
 Must have a valid driver license and qualify to be covered under Goodwill's commercial automobile policy

Equal Opportunity Employer: Persons are recruited, hired, assigned and promoted only on the basis of job related criteria and without regard to age, ancestry, arrest record, citizenship, color, familial status, gender, gender identification, height, marital status, national origin, non-job-related disability, race, religion, sex, sexual orientation, veterans' status or weight. This includes those affected by pregnancy, childbirth or related medical condition.